



# Local Small Business Reserve Program

Expanding Opportunities for Small Businesses in Montgomery County

## WELCOME TO OUR FIRST ISSUE

This is the first issue of online newsletter from the Montgomery County Local Small Business Reserve Program (Program or LSBRP). The newsletter is intended to:

- inform you of Program activities,
- encourage the use of the Program Web site for networking among businesses,
- assist you to advocate the program to other businesses, and
- invite you to contact us with any questions/comments about the Program.

## Background

The LSBRP became law January 1, 2006. It requires all Montgomery County Departments to contract a minimum of 10% of non exempt procurement dollars with local small businesses. County Departments may exempt a contract from the Program under the following seven provisions: pre-existing contract, non-competitive contract, conflicts with state, federal or local law or grant requirements, public entity or emergency procurement, no LSBRP vendor deemed qualified by Using Department, procurement exceeds \$10 million and Chief Administrator Officer (CAO) waiver.

The Department of Economic Development (DED) administers this Program with the assistance of the Office of Procurement and the Department of Technology Services. The purpose of the Program is to foster the growth of local small businesses by providing them with greater opportunities.

The Program works on two fronts:

- County Departments are instructed as to compliance with Program mandates and their results are closely monitored;
- Businesses are encouraged to register with the Program and pursue solicitation opportunities.

June 30, 2006 marked six months of Program operation and DED is in the process of assembling a report for FY06, which is due November 30. The first annual Program review will include quantitative and qualitative information and provide an opportunity to assess its progress and highlight areas for improvement.

## Results to Date

The program started with the launching of a LSBRP Web site ([www.montgomerycountymd.gov/lbrp](http://www.montgomerycountymd.gov/lbrp)) for businesses to obtain information and register. To date, over 520 companies have registered on this site. The majority of these companies are in the service sector, which closely reflects Montgomery County's workforce.

To promote registration, the Department of Economic Development has run more than a dozen advertisements in local business publications, such as *the Business Gazette* and *El Tiempo*, participated in 8 procurement fairs, co-sponsored the Congressional Procurement Fair, mailed over 4,000 brochures to local businesses, arranged for County libraries to assist businesses in registration, and coordinated outreach efforts with local Chambers-of-Commerce.

Regarding County Departments, a series of training classes were conducted to ensure that each Department understood its obligations under the LSBRP legislation. To date (January through mid-September), over \$20 million worth of procurements fell under the LSBRP requirement and more than \$5 million worth of contracts have been executed with local small businesses. These contracts either happened to be won by local small businesses or were reserved for local small businesses.

## LSBRP Scoreboard

Over **520 Vendors** have registered.

More than **\$5 million** have been awarded to local small businesses.

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Local Small Business Reserve Program

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Recently, the use of the LSBRP Web site has expanded to serve goals that were not initially envisioned. Both the Universities at Shady Grove and Montgomery College have used the LSBRP vendor list to obtain goods and services. Moreover, it is anticipated that the Program's powerful search engine will facilitate networking among government and for-profit companies as the vendor database grows. The Web site enables searches by some 10,000 commodity/service codes and provides access to the Web sites of registered vendors.

## What's New on LSBRP

### Pending and Anticipated Solicitations

Vendors may obtain information on pending solicitations by clicking the "Solicitations" button on the LSBRP Web site. This link takes you directly to the Office of Procurement solicitation page ([http://www.montgomerycountymd.gov/content/procurement/public\\_solicitations.asp](http://www.montgomerycountymd.gov/content/procurement/public_solicitations.asp)). The page lists both formal (over \$25,000) and informal solicitations (\$5,000 to \$25,000). Solicitations that are reserved for Local Small Business Reserve Program are identified as such.

Vendors may obtain information on future procurement opportunities on the Office of Procurement Web site and the LSBRP Web site. The Office of Procurement Web site lists the proposals anticipated by Montgomery County Departments in the current Fiscal Year at <http://www.montgomerycountymd.gov/content/procurement/expected.asp>

On the LSBRP Web site, businesses can view possible Local Small Business solicitations. This solicitation listing can be reached by clicking on the following link:  
[http://www.montgomerycountymd.gov/content/DED/downloads/LSBRP\\_Projected\\_FY07\\_solicitations.pdf](http://www.montgomerycountymd.gov/content/DED/downloads/LSBRP_Projected_FY07_solicitations.pdf).

### Vendor Survey

We will be sending vendors another e-mail within the next few weeks in order to obtain their feedback on the LSBRP. This e-mail is intended to survey registered vendor's experience and opinions regarding the Program. Responses will be incorporated in a report on Program status and recommendations to the County Council.

### ICC Starts Here for Minority and Disadvantaged Businesses

The InterCounty Connector (ICC) is coming! Minority and disadvantaged businesses (M/DBE) are encouraged to attend the Tuesday, October 3, 2006 "**ICC Starts Here**" workshop for M/DDE businesses. Learn about contract opportunities for this project. This event, sponsored by DED and the Maryland State Highway Administration in cooperation with Congressman Wynn's Office, is open to qualified businesses under the State's MBE or Federal DBE program. For more information, please click on the following link:  
[http://www.montgomerycountymd.gov/content/DED/downloads/ICC\\_Outreach\\_Flyer.pdf](http://www.montgomerycountymd.gov/content/DED/downloads/ICC_Outreach_Flyer.pdf).

### Staff Change

The Program welcomes its newest staff. Amy Kim recently joined the Department of Economic Development to help run LSBRP. Amy has an extensive background in business development. She has a business degree and 6 years of experience working on procurement activities.

## Contact Us

Please feel free to contact us with your questions and comments.

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